

# ***Lockheed Martin Aeronautics***

***CSWS Transportation  
and Packaging Meeting***

***Fulton***

***Ken***

***23***

***JUN 04***

Lockheed Martin Aeronautics Company

# Lockheed Martin History

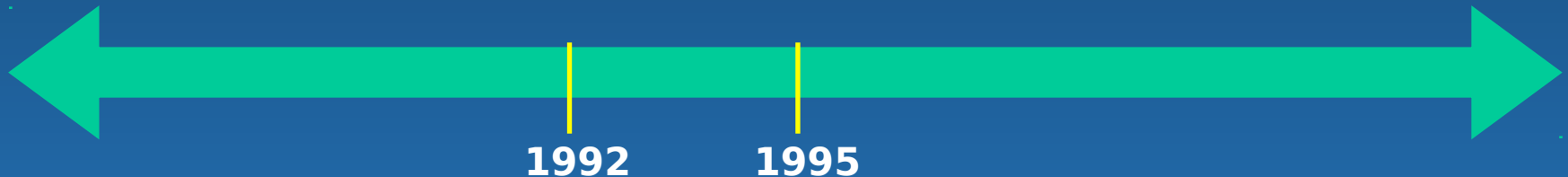


- **G. E. Aerospace**

**Martin Marietta Corp.**

**Lockheed Corporation**

**Lockheed Martin Corporation**



1992

1995

# ***LMC/GE Relationship***



- **LMC Accepted Per GE Aero/MMC Merger Agreement**
- **Leveraged Volume – General Electric, Thomson Consumer Electronics, Hunter Fan**
  - ***Annual Leveraged Dollars – GE \$2B vs LMC \$73M***
- **Transportation Contracts**
  - ***Utilized by All Lockheed Martin Sites***
  - ***Over 215 Contracts in All Transport Modes Except Rail***
- **Joint Negotiations and Best Practices**
  - ***Self-Funded Organization (TMS) Provides Facilitation and Agreement Maintenance***
  - ***“GE Routes” Electronic Rating Tool Is Available to LMC***

# Transportation Agreements - 2003



<u>MODE</u>	<u># OF AGREEMENTS</u>	<u>2003 SPEND</u>
Domestic Air Express	3	\$10M
Domestic Household Goods	3	\$19M
International (Air, Ocean, Customs)	29	\$12M
International Household Goods	2	\$4M
Less Than Truckload	49	\$4M
Domestic Heavy Air Freight	18	\$10M
Truckload Quantities	6	\$12M
Small Package	2	\$2M

# ***Shipping Process***



- **Commercial Shipments Utilizing Corporate Agreements**
  - ***Separate Agreements for Air, Surface - Domestic, International***
- **LM Aero Is a Class I Contractor**
  - ***Ability to ship at USG Expense Utilizing SPE/FAST***
  - ***Only Applies To Shipments Originating At a LM Aero Facility***
- **DOD International Shipments**
  - ***Utilize SPE for shipments <\$2500 value***
  - ***Utilize ATCMD Clearance Authority To Ship To Foreign Bases***
  - ***Only Applies To Shipments Originating At a LM Aero Facility***

# **F22 Asset Management Process**



- **LM Aero Purchase Order System:**
  - ***Directs Suppliers to Ship To Eagle Global Logistics (EGL) Facility at DFW Airport***
  - ***Loads Data to Unicode Creating Advance Receipt Notice***
- **Freight Received at EGL/DFW Warehouse**
  - ***Data Matched to Advance Receiving Notice***
  - ***Unicode Reports Receipt Back To LM Aero PO System***
  - ***Material is Warehoused***

# **F22 Asset Management Process (Cont.)**



- **LM Aero Item Manager Issues Shipping Request to EGL Based on Requirements From the Air Bases**
  - ***IM Checks Stock Levels in Unicode and Matches Requirement to Inventory***
  - ***E-mails request to EGL to Initiate Shipment Process***
- **EGL Processes for Shipment**
  - ***Create Shipping Documents***
  - ***Create Bar-Code Identification Label***
- **EGL Ships Using Pre-defined LM Aero Carrier Routings**
  - ***Bill Freight Cost 3<sup>rd</sup> Party to LM Aero***
- **Unicode Updated to Reflect Shipment**
- **EGL E-mails IM With Shipment Confirmation**

# ***F22 International Shipments***



- **Intent is To Utilize Defense Transportation System for all Shipments To Foreign Bases**
- **EGL will Ship to APOE Using Pre-defined LM Aero Carrier Routings**
  - ***Freight costs 3<sup>rd</sup> Party Billed To LM Aero***
- **USG Will Ship To Final Destination**